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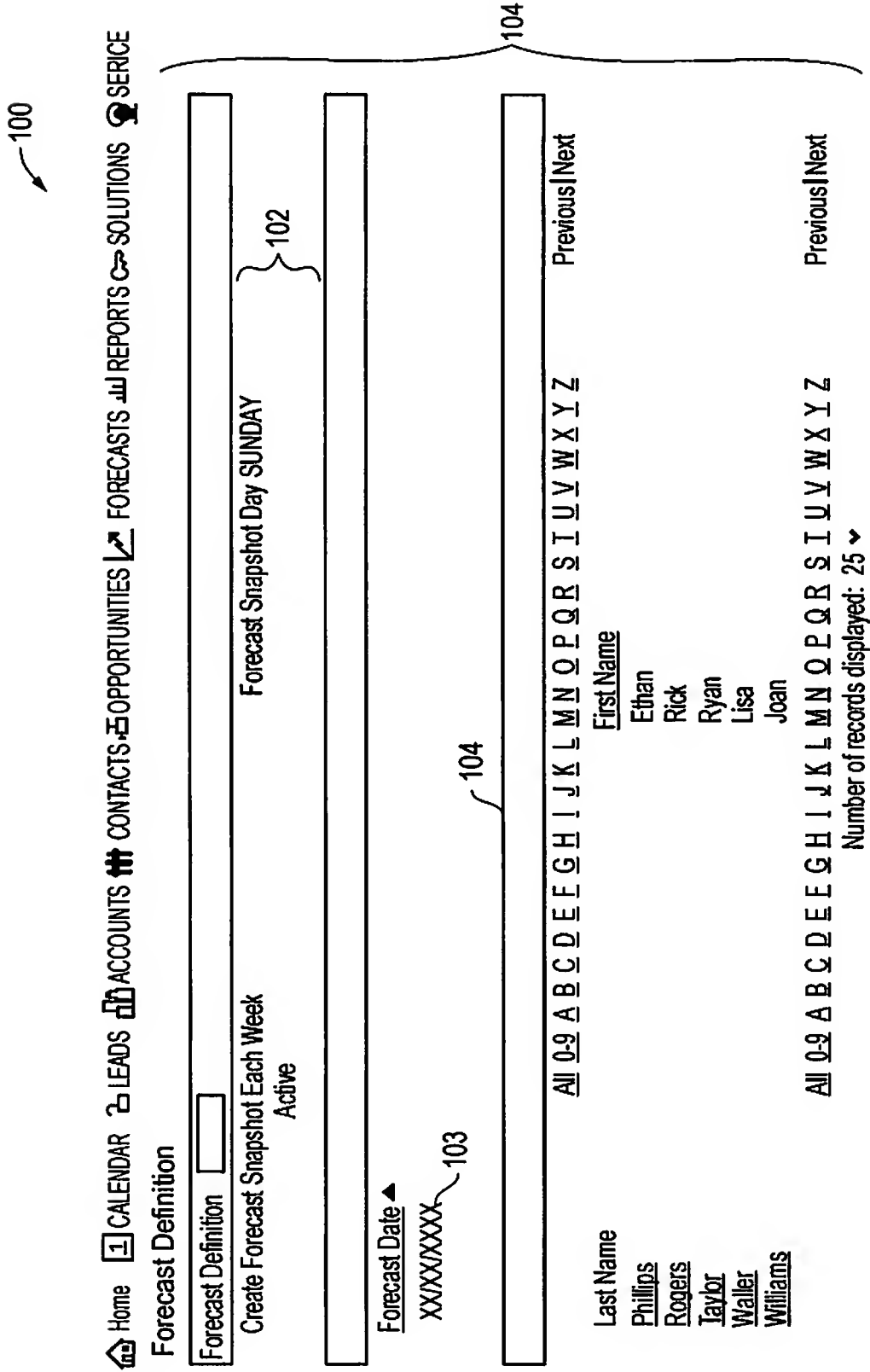


FIG. 1

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200

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Step 1 Step 2 Step 3

Select your Forecast Snapshot Frequency

Create Forecast Snapshot Each* 202

*=Required Field

NEXT CANCEL

NEXT CANCEL

NEXT CANCEL

201

FIG. 2

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300

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Step 1 Step 2 Step 3

Select your Forecast Snapshot Auto Forecast Date

Forecast Snapshot Each* 302 Sunday

*=Required Field

[PREVIOUS](#) [NEXT](#) [CANCEL](#)

[PREVIOUS](#) [NEXT](#) [CANCEL](#)

301

FIG. 3

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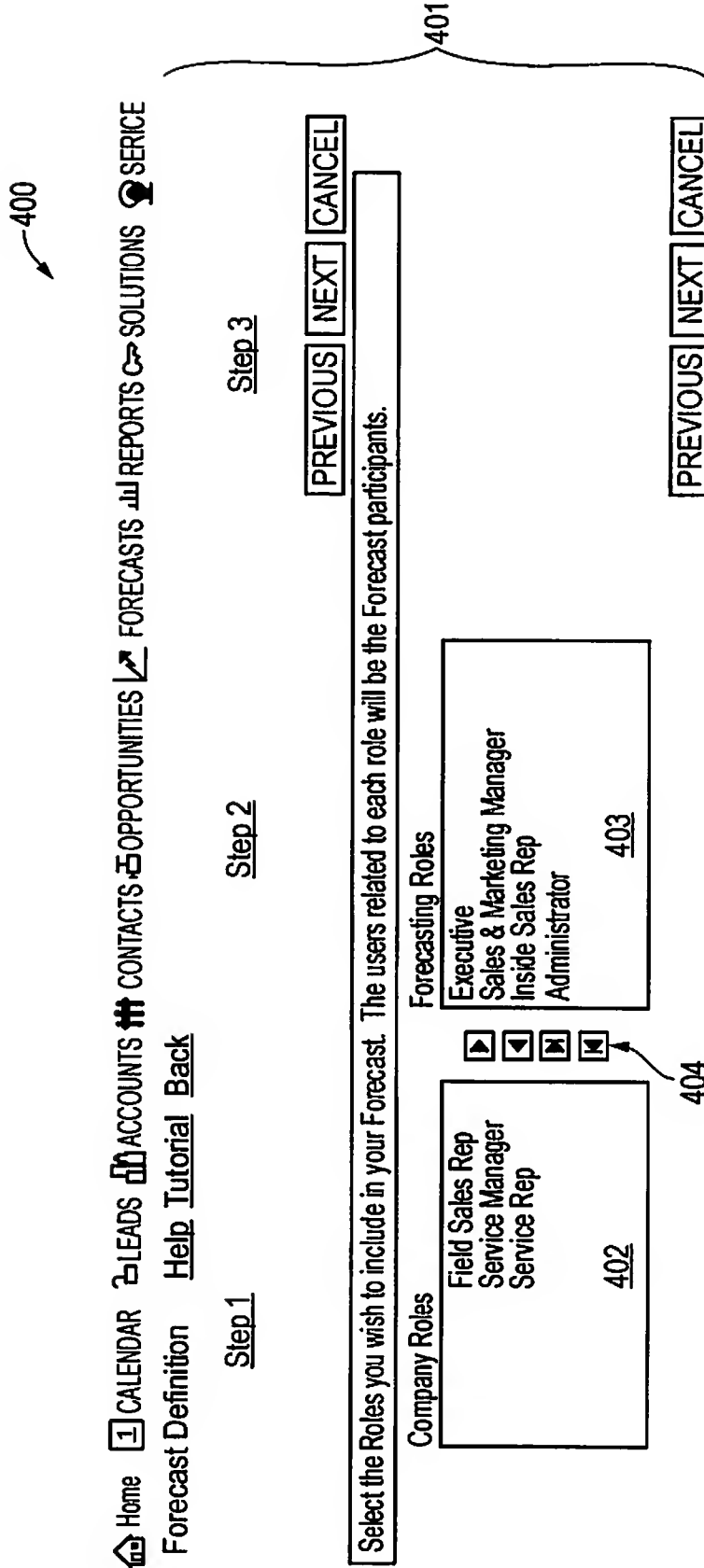


FIG. 4

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500

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Forecast Homepage					
All 0-9 A B C D E F G H I J K L M N O P Q R S T U V W X Y Z Previous Next					
Status	Forecast Date ▲	Pipeline	Forecast	Closed Revenue	Owner
Active	XXXXXX	\$55,050,000.00	\$43,950,000.00	\$7,800,000.00	Ethan Phillips
Active	XXXXXX	\$55,050,000.00	\$43,950,000.00	\$7,800,000.00	Joan Williams
Active	XXXXXX	\$35,450,000.00	\$27,550,000.00	\$1,400,000.00	Ryan Taylor
Active	XXXXXX	\$10,400,000.00	\$7,200,000.00	\$3,200,000.00	Rick Rogers
Active	XXXXXX	\$0.00	\$0.00	\$0.00	Lisa Walker
Active	XXXXXX	\$12,600,000.00	\$10,850,000.00	\$0.00	Ethan Phillips
Active	XXXXXX	\$12,600,000.00	\$10,850,000.00	\$0.00	Joan Williams
Active	XXXXXX	\$2,800,000.00	\$2,800,000.00	\$0.00	Ryan Taylor
Active	XXXXXX	\$5,250,000.00	\$4,200,000.00	\$0.00	Rick Rogers
Active	XXXXXX	\$0.00	\$0.00	\$0.00	Lisa Walker
Active	XXXXXX	\$12,600,000.00	\$10,850,000.00	\$0.00	Ethan Phillips
Active	XXXXXX	\$12,600,000.00	\$10,850,000.00	\$0.00	Joan Williams
Active	XXXXXX	\$2,800,000.00	\$2,800,000.00	\$0.00	Ryan Taylor
Active	XXXXXX	\$5,250,000.00	\$4,200,000.00	\$0.00	Rick Rogers
Active	XXXXXX	\$0.00	\$0.00	\$0.00	Lisa Walker
Active	XXXXXX	\$12,600,000.00	\$10,850,000.00	\$0.00	Ethan Phillips
Active	XXXXXX	\$12,600,000.00	\$10,850,000.00	\$0.00	Joan Williams
Active	XXXXXX	\$2,800,000.00	\$2,800,000.00	\$0.00	Ryan Taylor
Active	XXXXXX	\$5,250,000.00	\$4,200,000.00	\$0.00	Rick Rogers
Active	XXXXXX	\$0.00	\$0.00	\$0.00	Lisa Walker
Active	XXXXXX	\$13,150,000.00	\$11,400,000.00	\$0.00	Ethan Phillips
Active	XXXXXX	\$13,150,000.00	\$11,400,000.00	\$0.00	Joan Williams
Active	XXXXXX	\$3,000,000.00	\$3,000,000.00	\$0.00	Ryan Taylor
Active	XXXXXX	\$5,600,000.00	\$4,550,000.00	\$0.00	Rick Rogers
Active	XXXXXX	\$0.00	\$0.00	\$0.00	Lisa Walker
All 0-9 A B C D E F G H I J K L M N O P Q R S T U V W X Y Z Previous Next					

Number of records displayed: 25 ▼

FIG. 5

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600

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Created for: Joan Williams Create Date: XXX/XXX Status: Active

Forecast Summary

Date ▲	Quota	Closed Revenue	Quota %	Forecast	Best Case	Pipeline	Expected Revenue
XXXX/XXXX		\$3,450,000.00	0%	\$25,200,000.00	\$0.00	\$33,100,000.00	\$11,975,017.30
XXXX/XXXX		\$2,350,000.00	0%	\$5,950,000.00	\$0.00	\$5,950,000.00	\$4,869,997.65
XXXX/XXXX		\$2,000,000.00	0%	\$12,800,000.00	\$0.00	\$16,000,000.00	\$9,470,000.00
Total	\$0.00	\$7,800,000.00		\$43,950,000.00	\$0.00	\$55,050,000.00	\$26,315,014.95

601

All 0-9 A B C D E F G H I J K L M N O P Q R S T U V W X Y Z

602

Owner Alias ▲	Date	Quota %	Forecast	Closed Revenue	Best Case	Pipeline	Last Updated
RROGERS	XXXX/XXXX	0%	\$1,600,000.00	\$1,200,000.00	\$0.00	\$1,600,000.00	XXXX/XXXX 11:23:38 PM
RROGERS	XXXX/XXXX	0%	\$2,400,000.00	\$800,000.00	\$0.00	\$2,400,000.00	XXXX/XXXX 11:23:38 PM
RROGERS	XXXX/XXXX	0%	\$3,200,000.00	\$1,200,000.00	\$0.00	\$6,400,000.00	XXXX/XXXX 11:23:38 PM
RTAYLOR	XXXX/XXXX	0%	\$21,600,000.00	\$1,050,000.00	\$0.00	\$29,500,000.00	XXXX/XXXX 11:23:37 PM
RTAYLOR	XXXX/XXXX	0%	\$350,000.00	\$350,000.00	\$0.00	\$350,000.00	XXXX/XXXX 11:23:37 PM
Total			\$34,750,000.00	\$4,600,000.00	\$0.00	\$45,050,000.00	

All 0-9 A B C D E F G H I J K L M N O P Q R S T U V W X Y Z

Show Full List

All 0-9 A B C D E F G H I J K L M N O P Q R S T U V W X Y Z

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	Close Date	Forecasted	Opportunity Name	Account Name	Revenue	Sales Stage	Next Step
Refresh	XXXX/XXXX	Y	Bay Construction - Std Order - 5 Phoenix 900	Bay Construction	\$400,000.00	6- Closed/Won	Call
Refresh	XXXX/XXXX	Y	Bay Demolition Services - Std Order - 5 Phoenix 900	Bay Demolition Services	\$400,000.00	7- Closed/Won	E-mail
Refresh	XXXX/XXXX	Y	Bobcat Loaders & Excavators - Std Order - 5 Phoenix 900	Bobcat Loaders & Excavators	\$400,000.00	3-Short List	None
Refresh	XXXX/XXXX	Y	Carter's Rigging & Supply - Std Order - 5 Phoenix 900	Carter's Rigging & Supply	\$400,000.00	6- Closed/Won	None

FIG. 6

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700

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Forecast Summary				
Forecast Date	Closed Revenue	Forecast	Nest Case	Pipeline
XXXXXXXXXX	\$3,450,000.00	\$25,200,000.00	\$0.00	\$33,100,000.00
XXXXXXXXXX	\$2,350,000.00	\$5,950,000.00	\$0.00	\$5,950,000.00
XXXXXXXXXX	\$2,000,000.00	\$12,800,000.00	\$0.00	\$16,000,000.00
Totals	\$7,800,000.00	\$43,950,000.00	\$0.00	\$55,050,000.00
				\$26,315,014.95

FIG. 7

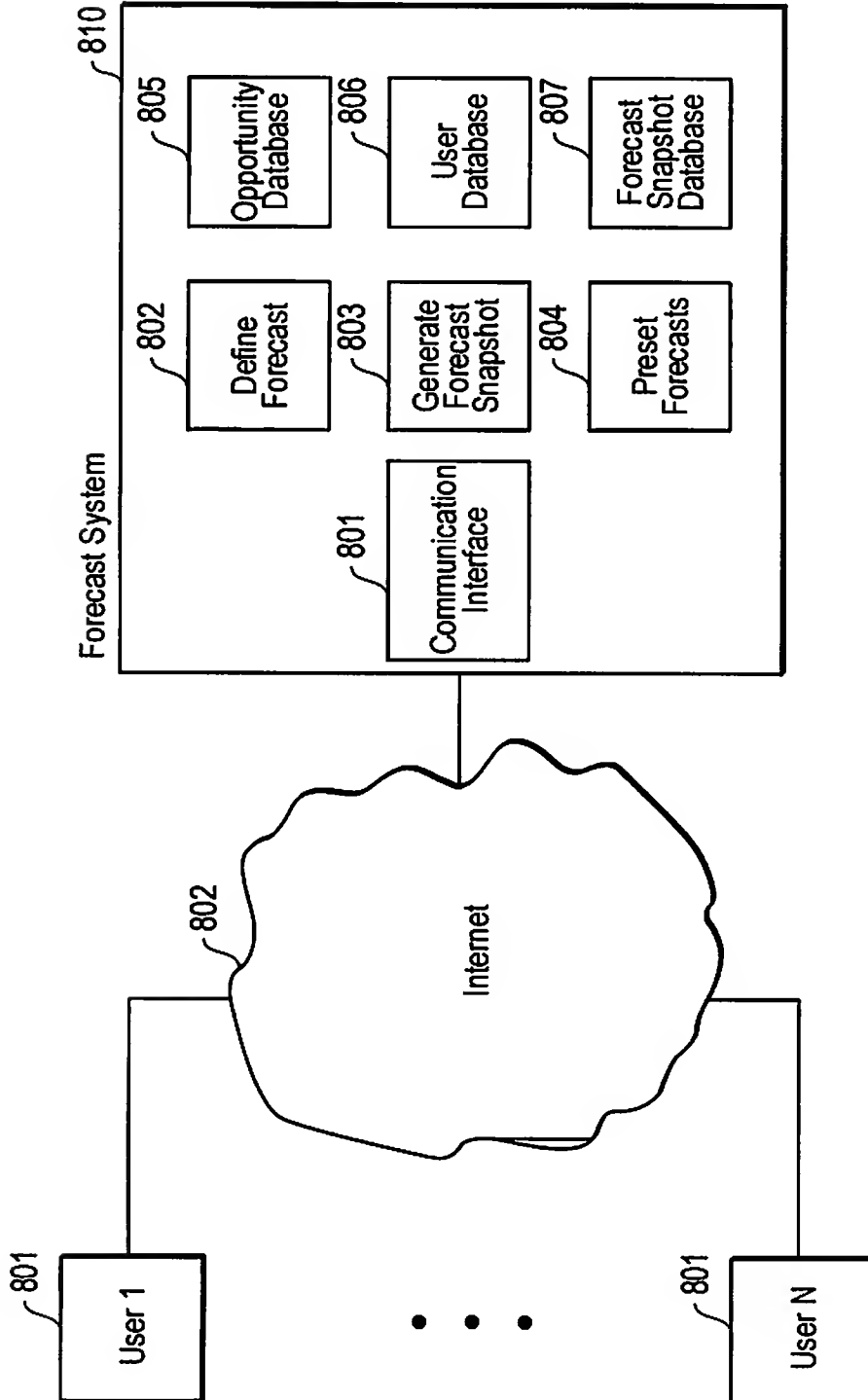


FIG. 8

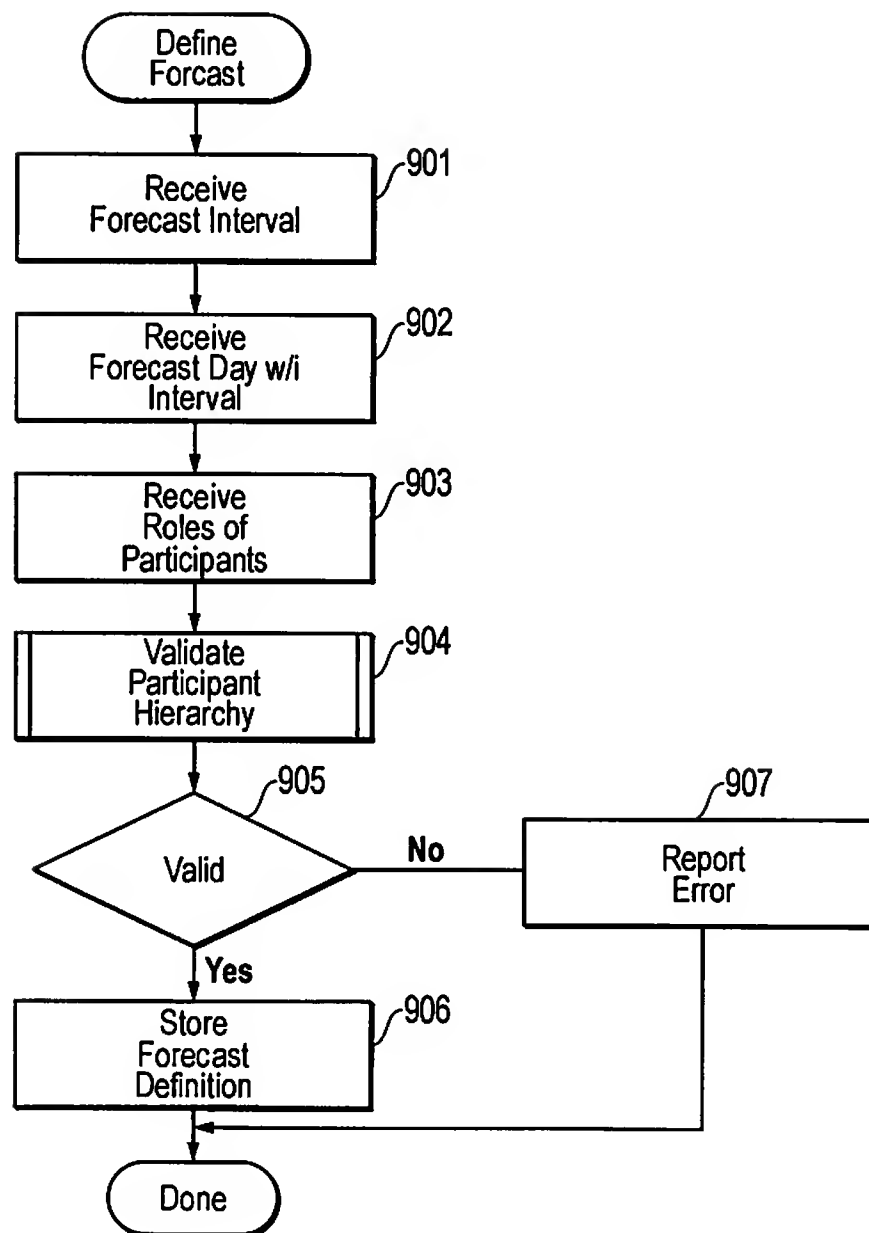


FIG. 9

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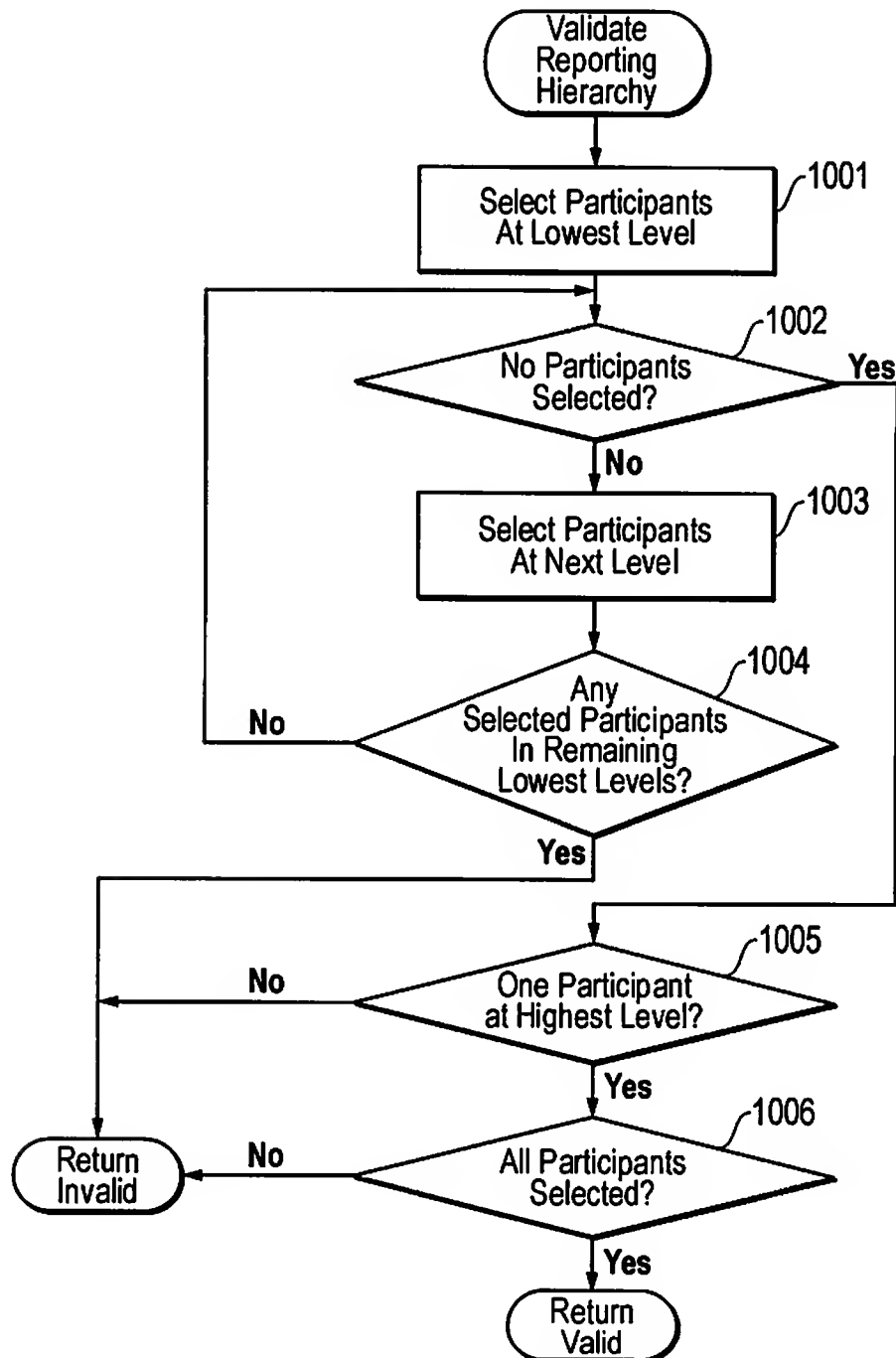


FIG. 10

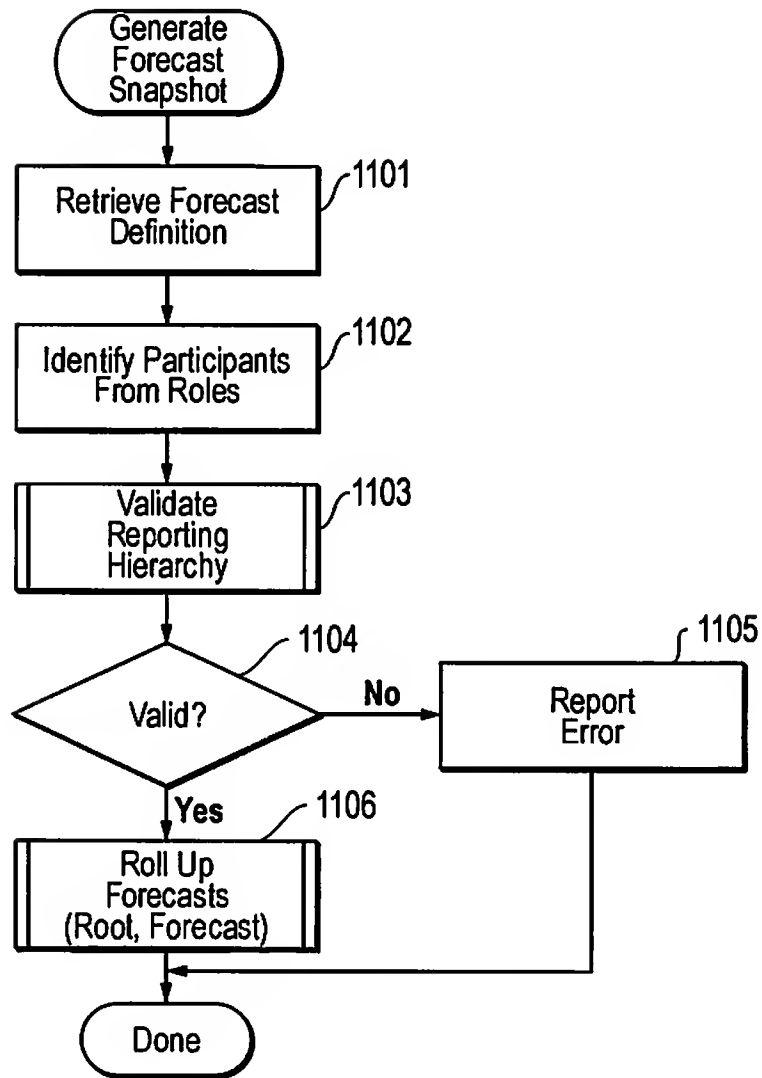


FIG. 11

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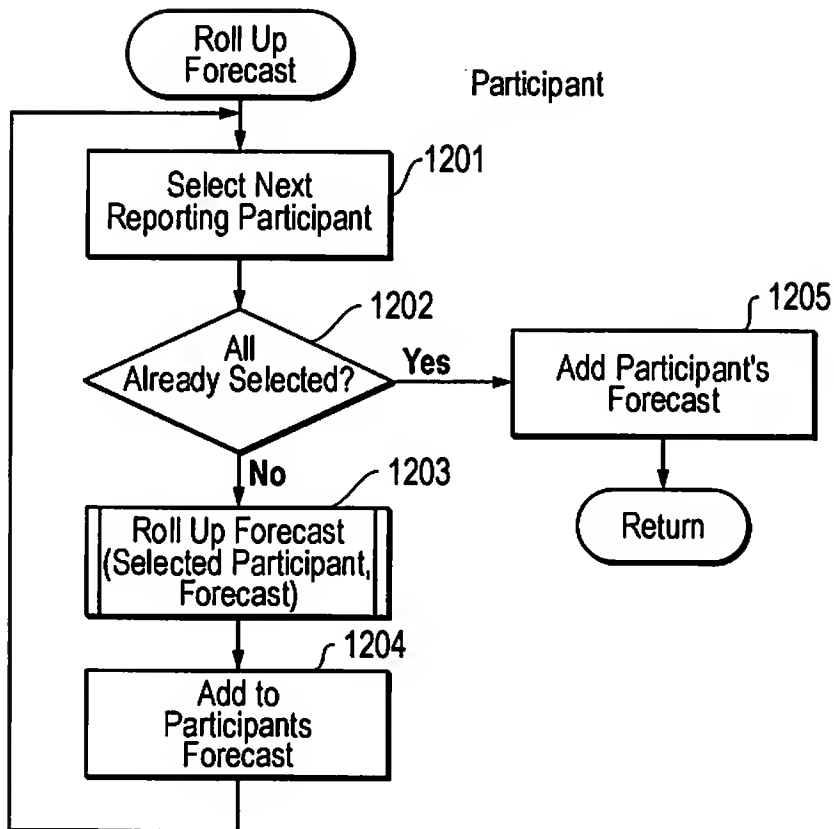


FIG. 12

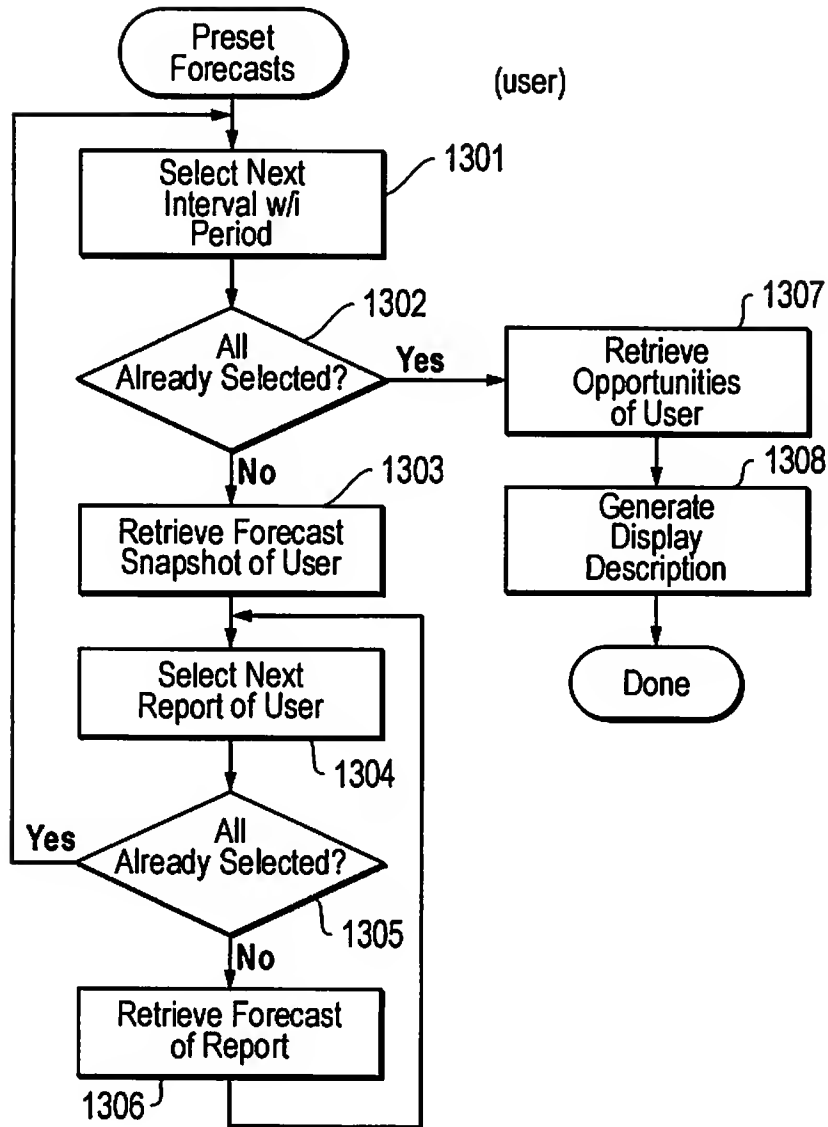


FIG. 13